Trusco Nakayama Corporation Fiscal Year Ending December 2023 Monthly sales results

(Non-consolidated) Net sales by sales segment

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Factory route	**2023**	**12,795**	**14,784**	**17,688**										**45,268**
	2022	12,700	13,630	16,786										43,117
	YoY change	+ 0.7	+ 8.5	+ 5.4										+ 5.0
	Plan ratio	△ 5.7	+ 0.8	△ 0.9										△ 1.7
e-business route	**2023**	**4,241**	**4,814**	**5,462**										**14,518**
	2022	3,825	4,039	4,830										12,695
	YoY change	+ 10.9	+ 19.2	+ 13.1										+ 14.4
	Plan ratio	△ 0.7	+ 7.7	+ 5.0										+ 4.1
Home center route	**2023**	**1,701**	**1,829**	**2,112**										**5,643**
	2022	1,448	1,548	1,860										4,857
	YoY change	+ 17.5	+ 18.1	+ 13.5										+ 16.2
	Plan ratio	+ 1.7	+ 6.0	+ 8.3										+ 5.5
Overseas route	**2023**	**122**	**119**	**158**										**399**
	2022	105	115	136										356
	YoY change	+ 16.2	+ 3.2	+ 16.1										+ 12.0
	Plan ratio	△ 29.5	△ 5.2	+ 17.5										+ 5.5
[Total]	**2023**	**18,860**	**21,546**	**25,422**										**65,829**
	2022	18,080	19,333	23,613										61,027
	YoY change	+ 4.3	+ 11.4	+ 7.7										+ 7.9
	Plan ratio	△ 4.2	+ 2.7	+ 1.2										+ 0.1

Number of business days	Days	19	19	22	20	20	22	20	22	20	21	20	21	-
	YoY change	+ 1	+ 1	±0	±0	+ 1	±0	±0	±0	±0	+ 1	±0	△1	+ 3

Net sales per day

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Total	**2023**	**992**	**1,134**	**1,155**										**1,097**
	2022	1,004	1,074	1,073										1,052
	YoY change	△ 1.2	+ 5.6	+ 7.7										+ 4.3

(Non-consolidated) Net sales results by department and comparison with the same month of the previous year

(Unit:million yen,%)

	Year	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.	Total
Cutting tools	**2023**	**619**	**683**	**781**										**2,084**
	2022	554	608	721										1,884
	YoY change	+ 11.7	+ 12.3	+ 8.3										+ 10.6
Production processing tools	**2023**	**1,407**	**1,649**	**1,905**										**4,962**
	2022	1,353	1,510	1,771										4,636
	YoY change	+ 3.9	+ 9.2	+ 7.6										+ 7.0
Construction Supplies	**2023**	**2,254**	**2,595**	**3,031**										**7,881**
	2022	2,079	2,246	2,772										7,097
	YoY change	+ 8.4	+ 15.5	+ 9.3										+ 11.0
Work Supplies	**2023**	**3,600**	**4,001**	**4,581**										**12,183**
	2022	3,305	3,486	4,148										10,940
	YoY change	+ 8.9	+ 14.8	+ 10.4										+ 11.4
Hand tools	**2023**	**3,172**	**3,706**	**4,348**										**11,227**
	2022	2,915	3,206	3,918										10,040
	YoY change	+ 8.8	+ 15.6	+ 11.0										+ 11.8
Environmental safety Supplies	**2023**	**3,269**	**3,661**	**4,245**										**11,175**
	2022	3,486	3,381	3,980										10,848
	YoY change	△ 6.2	+ 8.3	+ 6.7										+ 3.0
Logistics/ StorageSupplies	**2023**	**2,010**	**2,374**	**2,911**										**7,296**
	2022	1,961	2,241	2,842										7,045
	YoY change	+ 2.5	+ 5.9	+ 2.4										+ 3.6
LaboratorySupplies	**2023**	**802**	**923**	**1,100**										**2,826**
	2022	783	824	1,019										2,627
	YoY change	+ 2.4	+ 12.1	+ 7.9										+ 7.6
Office Supplies/ Storages	**2023**	**1,656**	**1,866**	**2,392**										**5,916**
	2022	1,615	1,793	2,327										5,736
	YoY change	+ 2.5	+ 4.1	+ 2.8										+ 3.1
Other Products	**2023**	**67**	**84**	**123**										**275**
	2022	24	34	109										169
	YoY change	+ 176.8	+ 142.6	+ 12.2										+ 62.8
[Total]	**2023**	**18,860**	**21,546**	**25,422**										**65,829**
	2022	18,080	19,333	23,613										61,027
	YoY change	+ 4.3	+ 11.4	+ 7.7										+ 7.9